

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 PM-05 CIAE-00 INR-10 NSAE-00 L-03
OC-06 CCO-00 OTPE-00 FCC-01 COME-00 /038 W
-----129736 281912Z /50

P R 281754Z JUL 78
FM AMEMBASSY BONN
TO SECSTATE WASHDC PRIORITY 0697
SECDEF WASHDC PRIORITY
INFO OSD WASHDC
USMISSION USNATO
USNMR SHAPE
CINC USAFE RAMSTEIN
CINC USNAVEUR LONDON
JCS WASHDC
DA WASHDC
USCINCEUR VAIHINGEN GE
CINC USAREUR HEIDELBERG
CDR 5TH SIG COMD WORMS
USA PROCUREMENT OFFICE FRANKFURT
USACC FT HUACHUCA AZ

C O N F I D E N T I A L SECTION 01 OF 02 BONN 13869

DAMO-TCS FOR DA WASHDC
CCAE FOR USACC FT HUACHUCA
SECDEF FOR DINNEEN
SECARMY FOR MULLALLY
ARMY R AND D FOR DR PIERRE
OSD FOR AMB. KOMER
DESOPS FOR MGMTYER
EUCOM FOR ECLA
USAREUR FOR GEN. BLANCHARD
USCINCEUR VAIHINGEN FOR ECLA/J-6
5TH SIG FOR BG RACKE
FRANKFURT FOR MR. BENNETT

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E.O. 11652: GDS
TAGS: ETEL, MARR, GW
SUBJECT: EUROPEAN TELEPHONE SYSTEM (ETS):
US/FRG JULY MEETING

REF.: (A) BONN 11635 (R 231808Z JUN 78)
(B) BONN 11474 (R 211747Z JUN 78)

(C) BONN 10670 (R 101043Z JUN 78)

REPRESENTATIVES FROM THE US EMBASSY, OSA, ODCSOPS, HQ, EUCOM, HQ, USAREUR AND HQ, ACC MET IN BONN ON 26 AND 27 JULY WITH REPRESENTATIVE OF THE FRG MINISTRY OF POSTS AND TELECOMMUNICATIONS TO DISCUSS THE ETS. FMOD WAS ALSO REPRESENTED. THE PURPOSE OF THE MEETING WAS TO ATTEMPT TO RESOLVE PREVIOUS PROBLEMS, DISCUSS COSTS AND ANSWER QUESTIONS FROM BOTH SIDES. THESE MEETINGS WERE A DIRECT RESULT OF THE MEETING ON 7 JUNE 1978 BETWEEN THE UNDER SECRETARY OF THE ARMY DR. LA BERGE AND STATE SECRETARY ELIAS FROM THE FRG MINISTRY OF POSTS AND TELECOMMUNICATIONS. DURING THE 26 JULY 1978 MEETING, THE US REPRESENTATIVE PRESENTED AN ALTERNATIVE PROPOSAL TO THE ONE PRESENTED ON 7 JUNE 1978. THE NEW PROPOSAL INVOLVED A POSSIBLE TOTAL BUY OF THE SYSTEM FROM THE GERMAN GOVERNMENT. DETAILED U.S. COST DATA WAS ALSO GIVEN, AND A LIST OF QUESTIONS PRESENTED TO THE FRG EARLIER WAS DISCUSSED. THE FRG REPRESENTATIVES WERE COOPERATIVE, AND IT APPEARED THAT THEY HAD BEEN TOLD TO WORK TOWARD AN AGREEMENT.

THE GERMAN SIDE PRESENTED A SUMMARY OF WHAT WAS INCLUDED IN THE COSTS OF THEIR PROPOSAL FOR A TOTAL GERMAN SYSTEM. HOWEVER, IT LACKED THE DETAIL NECESSARY TO ENABLE COMPARISON WITH THE US FIGURES. THEY WERE CONFIDENTIAL

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ALSO PREPARED TO ANSWER MOST OF THE QUESTIONS PRESENTED EARLIER. THIS SESSION ENDED WITH A TASKING FOR THE GERMAN SIDE TO WORK UP COSTS TO COMPARE WITH THE US FIGURES.

DURING THE MEETING ON 27 JULY 1978, IT WAS DETERMINED THAT THE GERMANS WOULD NOT BE ABLE TO DEVELOP COMPARABLE DATA FOR TWO WEEKS. IN ADDITION, MORE CLARIFICATION WAS NEEDED CONCERNING THE US CALCULATIONS. THIS CLARIFICATION WAS GIVEN DURING THIS MEETING AS WELL AS DURING A MEETING OF THE TECHNICAL EXPERTS,

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-----129954 281913Z /50

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WHICH WAS HELD THAT AFTERNOON.

THE OVERALL RESULTS CAN BE SUMMARIZED AS FOLLOWS:

- A. THE POINT WAS MADE THAT THE US HAD GONE OUT OF ITS WAY TO ASSIST IN SOLVING THE ISSUE BY PRESENTING AN ALL GERMAN BUY PROPOSAL.
- B. THE SENDING STATE ISSUE AND THE RHEIN MAIN ISSUE WERE NOT TO BE AFFECTED BY ETS DISCUSSIONS.

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- C. THE US REITERATED THE POINT THAT COSTS MUST BE COMPETITIVE AND THEY ARE NOT PRESENTLY COMPETITIVE. THE FRG REPRESENTATIVE CONFIRMED THE FACT THAT THEY WOULD ASSIST IN NEGOTIATING BETTER PRICES FOR THE SYSTEM.
- D. A GENERAL DESCRIPTION OF THE GERMAN PROPOSAL WAS OBTAINED TOGETHER WITH A MORE DETAILED BOOK DEALING

WITH THE FUNCTIONAL SYSTEM DESCRIPTION.

E. THE FRG SIDE INDICATED THAT DISCUSSION OF GERMAN TELEPHONE INSTRUMENT COST WAS NOT PERTINENT BECAUSE THEIR NEW TECHNOLOGY ALLOWED THE CONTINUED USE OF U.S. TELEPHONES.

F. THE U.S. SIDE AGREED TO PROVIDE FURTHER CLARIFICATION TO THE FRG BY MONDAY, 31 JULY 1978.

G. THE GERMAN SIDE DID NOT PROVIDE COST DATA BUT AGREED TO PROVIDE A DETAILED COST BREAKOUT WHICH WOULD BE COMPARABLE IN FORM TO THE US ESTIMATE. THEY AGREED TO PROVIDE THE COSTS WITHIN TWO WEEKS AND SUGGESTED A MEETING IN MID-AUGUST. THAT WAS COUNTERED WITH A U.S. PROPOSAL NOT TO MEET UNTIL THE COST DATA AND ADDITIONAL TECHNICAL DATA WAS PROVIDED AND REVIEWED BY THE US SIDE. THE US PROPOSAL WAS ACCEPTED.

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Message Attributes

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